



February 12, 1996

96012 DF/di

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RE: P.O.S. INDICATOR - INPUT

I have been asked to serve on a task-force which has the responsibility for revamping the P.O.S. indicators. In order for us to ensure we come up with a plan that addresses all of the field's needs and concerns, I would greatly appreciate your input on the following:

- The positives and negatives of the current P.O.S. indicator system
- Are there too many pieces of P.O.S. currently?
 - What do we need/not need?
- Do we need to determine quantities at store level?
 - Develop at territory level? Other?
- Should we/how do we incorporate Doral and/or Salem into the Indicator System?
- Please include any other recommendations/issues you may have.

It is extremely important that we come up with a system that ensures we provide adequate quantities for the field, without wasting financial resources by producing excess quantities.

I apologize for the short turn around, but I would appreciate your input on or before Friday, February 16th.

Thank you for your input.

Don

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